

DEFENSE CONTRACTOR ACHIEVES QUALITY CERTIFICATION

ABOUT PELATRON, INC. Pelatron Technologies (PTech) offers a wide range of engineering and IT products and services to the Department of Defense (DoD) and commercial clients. The company's manufacturing capabilities include electrical cables (power, RF, communications) for mobile command and control, and light electronic assembly. Headquartered in Lindon, Utah, PTech has 75 employees and maintains branch offices in Honolulu, Hawaii, Scottsdale, Arizona, and Huntsville, Alabama. The company is a Native Hawaiian Organization (NHO) authorized by the Small Business Administration (SBA) to participate in the 8(a) Business Development program.

THE CHALLENGE. As a defense contractor, PTech must be compliant with the Federal Government's requirements in order to submit a compliant proposal. The Federal Government sometimes imposes quality management system (QMS) certifications, such as the ISO 9001 certification, as an eligibility requirement. Company leaders recognized the need for PTech to obtain a global quality management certification in order to maximize its contract opportunities. Since the AS9100 aerospace/DoD certification encompasses the ISO 9001 certification, PTech decided to pursue the more comprehensive AS9100 certification. Obtaining this certificate can be a lengthy and complex process, and the company reached out to Innovate Hawaii, part of the MEP National Network™, for support.

MEP CENTER'S ROLE. Using its vast network of MEP resources, Innovate Hawaii connected PTech with one of its partners, MilTech, to serve as a trainer and guide for the certification process. MilTech provides assistance to DoD customers and agreed to help PTech develop a QMS that would pass the AS9100 audit. Innovate Hawaii and Bill Nicholson, a MilTech consultant, provided in-person training to PTech's corporate management and key staff on developing quality management processes. PTech began preparing for the AS9100 audits in spring of 2016, passed the Stage 1 and 2 audits by the end of summer, and received its AS9100C/ISO 9001:2008 Global Quality Management Certification last year. The company aims to be a trusted supplier to DoD prime contractors, and is now eligible to pursue federal contracts worth in the tens of millions.

"Innovate Hawaii provided quality management trainers and consulting we needed to put into place a Quality Management System based on our business, and which led to our successful certification. We are grateful to the Innovate Hawaii team for working closely with us to understand our needs. Their services greatly reduced the time it would have taken for us to obtain the certification on our own. We look forward to working with them on future projects to enhance our growth."

-Bronson Aken, President & CEO, Pelatron Technologies LLC

RESULTS



Now eligible to pursue federal contracts worth over **\$10** million



Reduced time and cost to implement QMS



New contracts to create jobs and retain existing ones



QMS training for C-level and key staff

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